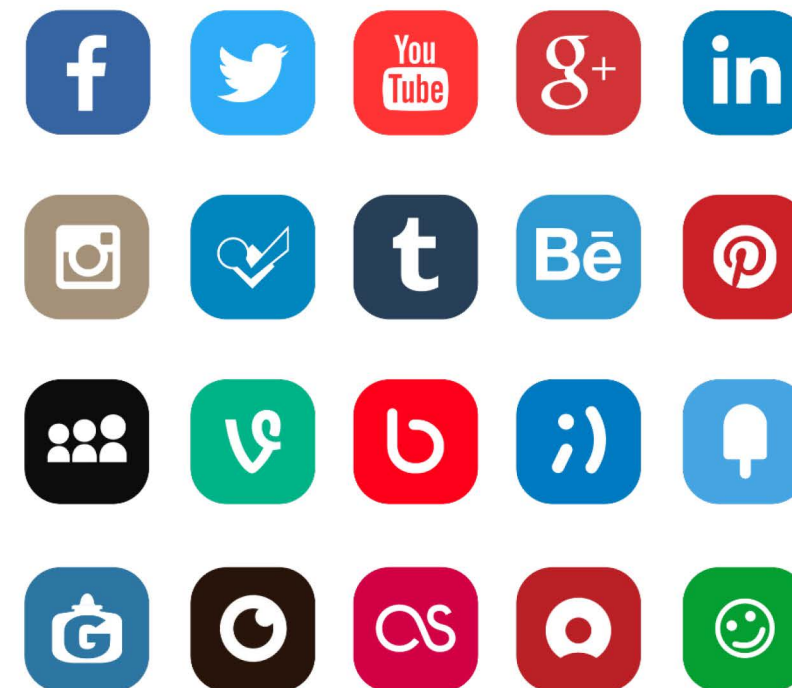


# Why Open Source? Publicly Available Information? Social Media?

(b) (7)(E)



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COUNTER NETWORK DIVISION – (b) (7)(E)

(b) (7)(E)





COUNTER NETWORK DIVISION – (b) (7)(E)

(b) (7)(E)

(b) (7)(E)

**The Rule of 150** (Dunbar): coined by British anthropologist Robin Dunbar and is defined as “the suggested cognitive limit to the number of people with whom one can maintain stable social relationships...”



COUNTER NETWORK DIVISION – (b) (7)(E)

# Why (b) (7)(E)? Who are we? What do we do?

## Core Missions

(b) (7)(E)  
(b) (7)(E)

### Focus Areas

(b) (7)(E)

- Legal, Policy, Privacy
- Training & Tradecraft
- Outreach/Collaboration

### Commercial Tools

(b) (7)(E)  
(b) (7)(E) • Venntel  
(b) (7)(E)

### Training

- (b) (7)(E) 101: Basic Capabilities Brief
- (b) (7)(E) Fundamentals
- (b) (7)(E)
- Multiple Sessions at (b) (7)(E)
- Coordinated with (b) (7)(E)

(b) (7)(E)



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(b) (7)(E), (b) (6), (b) (7)(C)



COUNTER NETWORK DIVISION – (b) (7)(E)

(b) (7)(E)

## (b) (7)(E) Workflow

(b) (7)(E)

Requests Logged and Tracked (b) (7)(E)

Access Controlled

CBP System of Record

Past Results Storable, Searchable, Retrievable

Allows for Statistical and Workload Analysis

(b) (7)(E)

(b) (7)(E), (b) (6), (b) (7)(C)





COUNTER NETWORK DIVISION – (b) (7)(E)

(b) (7)(E)



(b) (7)(E)

(b) (7)(E)



(b) (7)(E)



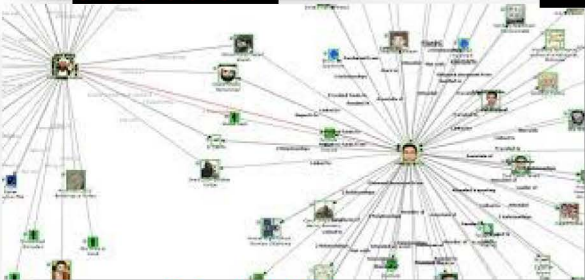
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(b) (7)(E)



(b) (7)(E)



(b) (7)(E)



(b) (7)(E)



COUNTER NETWORK DIVISION – (b) (7)(E)

(b) (7)(E)

COUNTER NETWORK DIVISION – (b) (7)(E)

## The Tools We Evaluate, Use, Manage & Deploy

(b) (7)(E)

(b) (7)(E)



VENNTEL

(b) (7)(E)

(b) (7)(E)





COUNTER NETWORK DIVISION – (b) (7)(E)

## The Tools We Evaluate, Use, Manage & Deploy

(b) (7)(E) (b) (7)(E)

- Telemetry Data – Venntel, (b) (7)(E)

(b) (7)(E)



COUNTER NETWORK DIVISION – (b) (7)(E)

(b) (7)(E) 101. (b) (7)(E) Fundamentals, &  
(b) (7)(E) | specific trainings:

- **FY19 –**
  - 57 Events
  - (b) (7)(E) participants
  - 18 – (b) (7)(E)
  - 21 – Webinar
  - 18 – Field/External

(b) (7)(E)

- **FY20 to date –**
  - 20 Events
  - (b) (7)(E) participants
  - 14 – (b) (7)(E)
  - 6 – F xternal

(b) (7)(E)

(b) (7)(E)

# Training Events

(b) (7)(E)

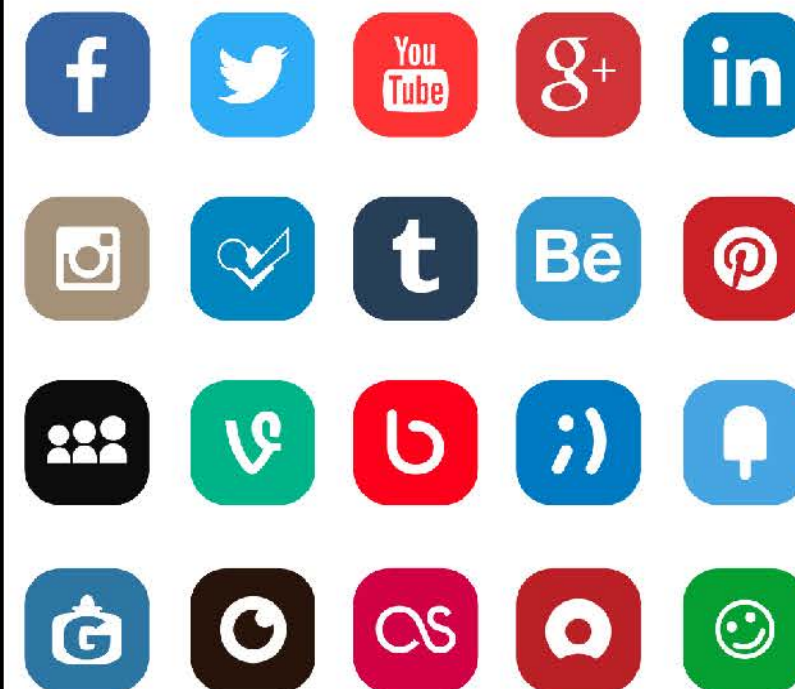
Bill of Materials	
Product/Service	Quantity
POP: 9/27/19-9/26/20	
Venntel: Mobile device's Ad-tech ID data	(b) (7)(E)
This tool will include:	
Access to Venntel global mobile location database via portal	
(b)(7)(E)	
Training	
Customer support and account management	

Bill of Materials	
Product/Service	Quantity
POP: 9/27/19-9/26/20	
Venntel: Mobile device's Ad-tech ID data	(b)(7)(E)
This tool will include:	
Access to Venntel global mobile location database via portal	
(b)(7)(E)	
Training	
Customer support and account management	
Venntel: (b) (7)(E)	

Bill of Materials	
Product/Service	Quantity
POP: 9/25/20-9/24/21	
Venntel: Mobile device's Ad-tech ID data	(b)(7)(E)
This tool will include:	
Access to Venntel global mobile location database via portal	
(b)(7)(E)	
Training	
Customer support and account management	
Venntel: (b) (7)(E)	

## Why Open Source? Publicly Available Information? Social Media?

(b) (7)(E)



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COUNTER NETWORK DIVISION – (b) (7)(E)

# Why (b) (7)(E)? Who are we? What do we do?

## Core Missions

(b) (7)(E)

### Focus Areas

(b) (7)(E)

- Legal, Policy, Privacy
- Training
- Outreach/Collaboration

### Commercial Tools

(b) (7)(E)

(b) (7)(E)

(b) (7)(E)

### Training

- (b) (7)(E) 101: Basic Capabilities Brief
- (b) (7)(E) Fundamentals
- (b) (7)(E)
- Multiple Sessions at (b) (7)(E)
- Coordinated with (b) (7)(E)



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COUNTER NETWORK DIVISION – (b) (7)(E)

(b) (7)(E)



COUNTER NETWORK DIVISION – (b) (7)(E)

(b) (7)(E)

(b) (7)(E)

**The Rule of 150** (Dunbar): coined by British anthropologist Robin Dunbar and is defined as “the suggested cognitive limit to the number of people with whom one can maintain stable social relationships...”

COUNTER NETWORK DIVISION – (b) (7)(E)

## Ongoing Issues and Challenges

(b) (7)(E)



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COUNTER NETWORK DIVISION – (b) (7)(E)

## The Tools We Evaluate, Use, Manage & Deploy

(b) (7)(E)

(b) (7)(E)



(b) (7)(E)





COUNTER NETWORK DIVISION – (b) (7)(E)

(b) (7)(E) **STATISTICAL SUMMARY**

Your Bang for Your Buck

(b) (7)(E)

Staff

(b) (7)(E)

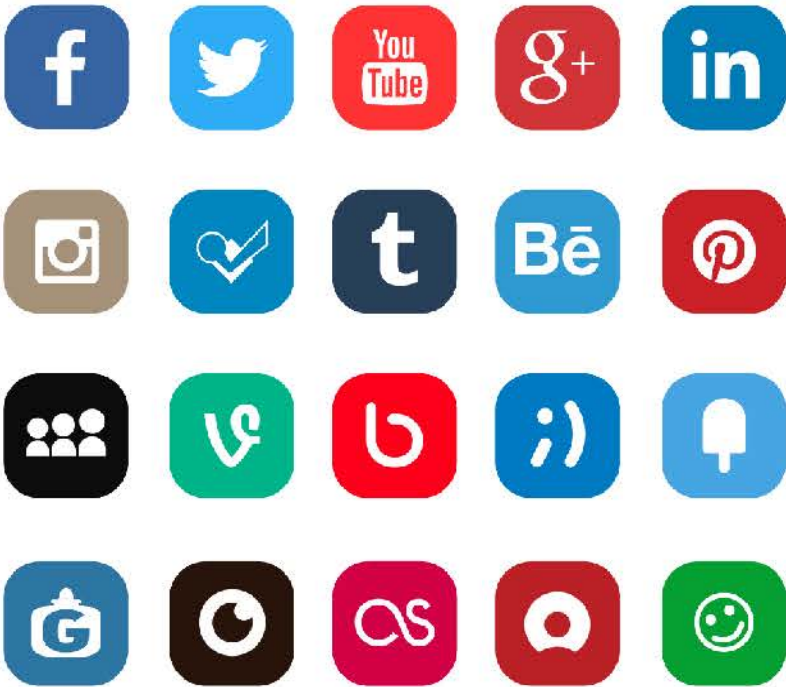
Cases worked FYTD

(b) (7)(E)

Personnel Trained FY18

(b) (7)(E)

Licenses Managed FY19



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(b) (7)(E)

(b) (7)(E)



(b) (7)(E)

(b) (7)(E)





NTC Identifies Possible Human/Narcotic Smuggler (b) (7)(E)

BOTTOM LINE UP FRONT

Joint HSI/USBP investigation into a Human Trafficking Organizatio (b) (7)(E), (b) (7)(A)

(b)(7)(E), (b) (7)(C)



NTC Identifies Possible Human/Narcotic Smuggler (b) (7)(E)

(b)(7)(E), (b) (7)(C)



NTC Identifies Possible Human/Narcotic Smuggler (b) (7)(E)

(b)(7)(E), (b) (7)(C)



NTC Identifies Possible Human/Narcotic Smuggler (b) (7)(E)

(b)(7)(E), (b) (7)(C)



NTC Identifies Possible Human/Narcotic Smuggler (b) (7)(E)

(b)(7)(E), (b) (7)(C)





(b) (7)(E)

(b)(7)(E), (b) (7)(C)



(b) (7)(E)

*Questions?*

(b) (7)(E)





COUNTER NETWORK DIVISION – (b) (7)(E)

# Why (b) (7)(E)? Who are we? What do we do?

## Core Missions

(b) (7)(E)

### Focus Areas

(b) (7)(E)

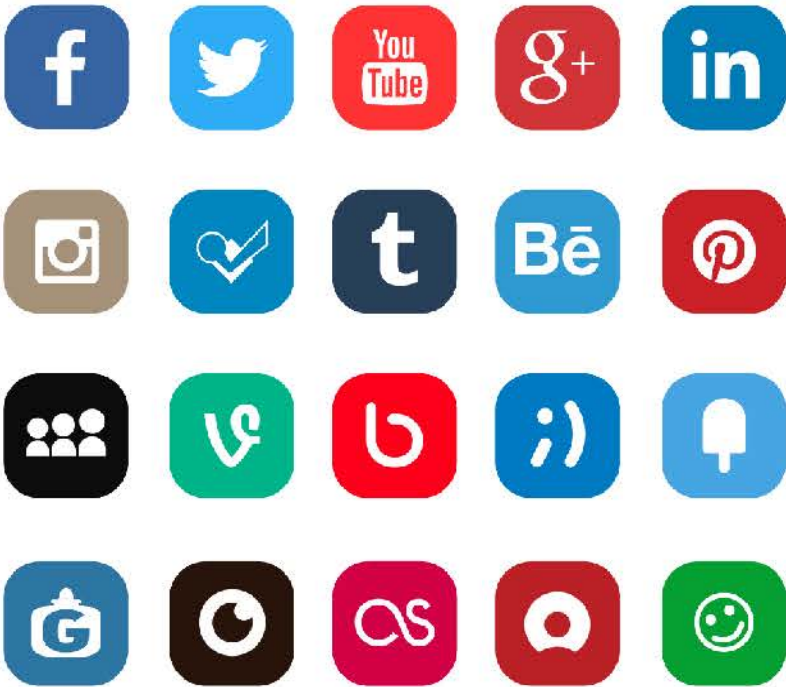
- Legal, Policy, Privacy
- Training
- Outreach/Collaboration

### Commercial Tools

(b) (7)(E)

Venntel (b) (7)(E)

(b) (7)(E)



### Training

- (b) (7)(E) 101: Basic Capabilities Brief
- (b) (7)(E) Fundamentals
- (b) (7)(E)
- Multiple Sessions at (b) (7)(E)
- Coordinated with (b) (7)(E)

(b) (7)(E)



COUNTER NETWORK DIVISION – (b) (7)(E)

## The Tools We Evaluate, Use, Manage & Deploy

(b) (7)(E)

(b) (7)(E)



(b) (7)(E)



(b)(7)(E)



(b)(7)(E)

Bill of Materials	
Product/Service	Quantity
POP: 9/25/20-9/14/21	
Venntel: Mobile device's Ad-tech ID data (RENEWAL)	(b) (7)(E)
This tool will include:	
Access to Venntel global mobile location database via portal	
(b) (7)(E)	
Customer support and account management	
Venntel: Mobile device's Ad-tech ID data (NEW)	
This tool will include:	
Access to Venntel global mobile location database via portal	
(b) (7)(E)	
Customer support and account management	



Bill of Materials	
Product/Service	Quantity
POP: 12 Months from Date of Award	
Venntel: Mobile device's Ad-tech ID data	
This tool will include:	
Access to Venntel global mobile location database via portal	(b) (7)(E)
(b) (7)(E)	
Training	
Customer support and account management	



COUNTER NETWORK DIVISION – (b) (7)(E)

## Briefing for Executive Director Don Conroy

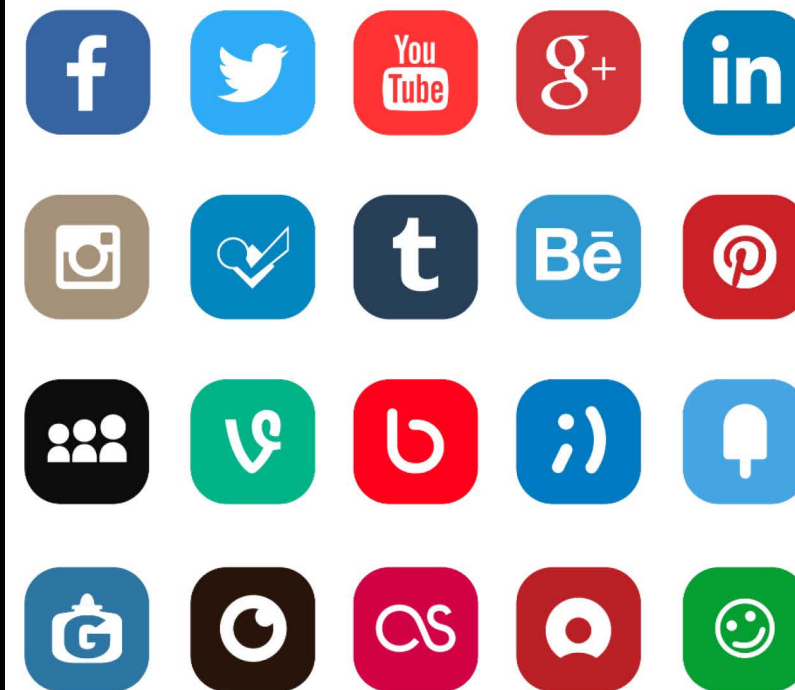
(b) (7)(E)

Assistant Director (b) (6), (b) (7)(C)

December 19, 2019

# Why Open Source? Publicly Available Information? Social Media?

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(b) (7)(E)



COUNTER NETWORK DIVISION – (b) (7)(E)

(b) (7)(E)

(b) (7)(E)

**The Rule of 150** (Dunbar): coined by British anthropologist Robin Dunbar and is defined as “the suggested cognitive limit to the number of people with whom one can maintain stable social relationships...”





COUNTER NETWORK DIVISION – (b) (7)(E)

# Why (b) (7)(E)? Who are we? What do we do?

## Core Missions

(b) (7)(E)

### Focus Areas

(b) (7)(E)

- Legal, Policy, Privacy
- Training & Tradecraft
- Outreach/Collaboration

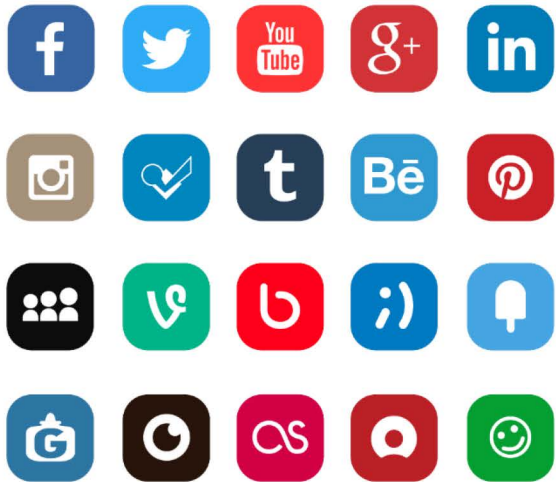
### Commercial Tools

(b) (7)(E) Venntel  
(b) (7)(E)

### Training

- (b) (7)(E) 101: Basic Capabilities Brief
- (b) (7)(E) Fundamentals
- (b) (7)(E)
- Multiple Sessions at (b) (7)(E)
- Coordinated with (b) (7)(E)

(b) (7)(E)

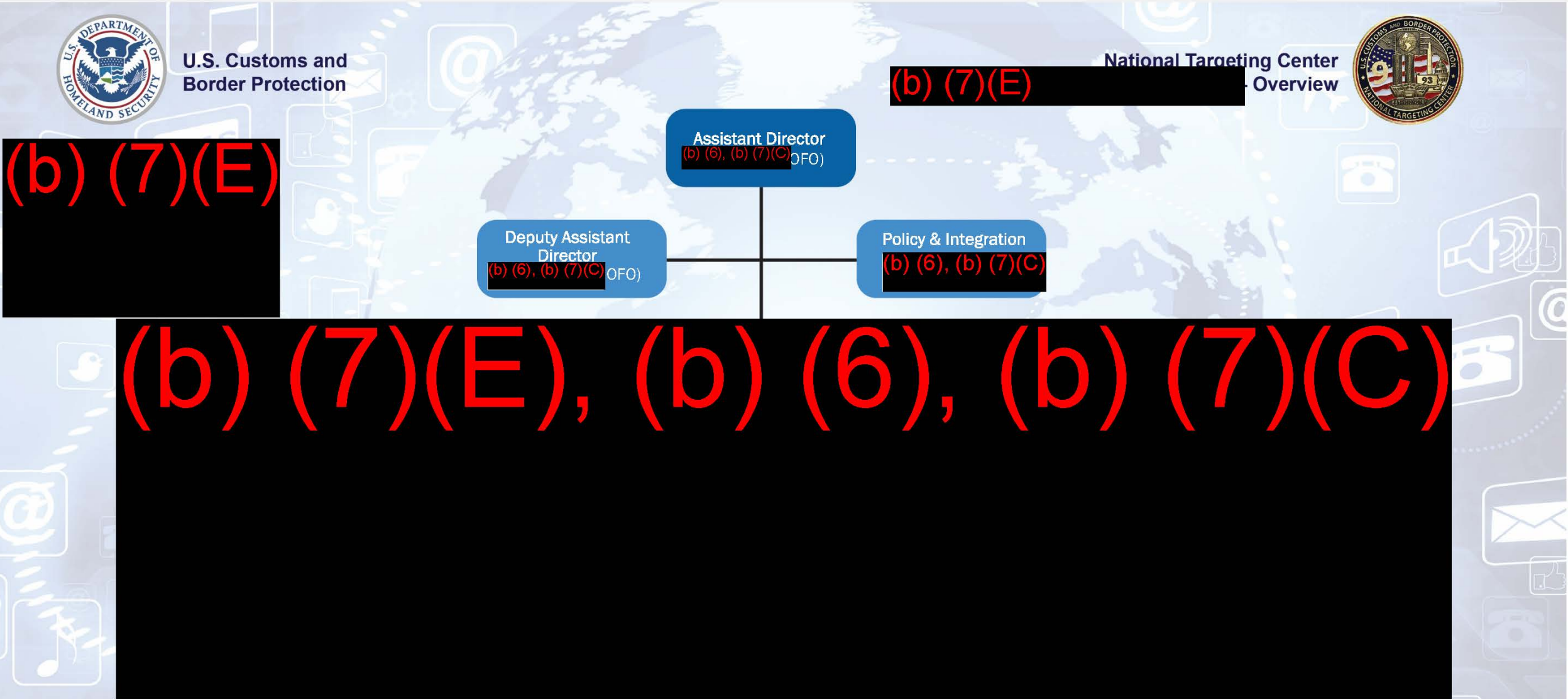


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COUNTER NETWORK DIVISION – (b) (7)(E)

Organizational Structure





COUNTER NETWORK DIVISION – (b) (7)(E)

(b) (7)(E), (b) (7)(C), (b) (6)

(b) (7)(E) Workflow

(b) (7)(E)

(b) (7)(E)

- Access Controlled
- CBP System of Record
- Past Results Storable, Searchable, Retrievable
- Allows for Statistical and Workload Analysis
- (b) (7)(E)

(b) (7)(E), (b) (6), (b) (7)(C)



COUNTER NETWORK DIVISION – (b) (7)(E)

(b) (7)(E)

(b) (7)(E)



COUNTER NETWORK DIVISION – (b) (7)(E)

(b) (7)(E)

## WORKLOAD STATISTICS

(b) (7)(E)

Workload by Month

(b) (7)(E)

(b) (7)(E)



COUNTER NETWORK DIVISION – (b) (7)(E)

(b) (7)(E)



(b) (7)(E)

(b) (7)(E)



(b) (7)(E)



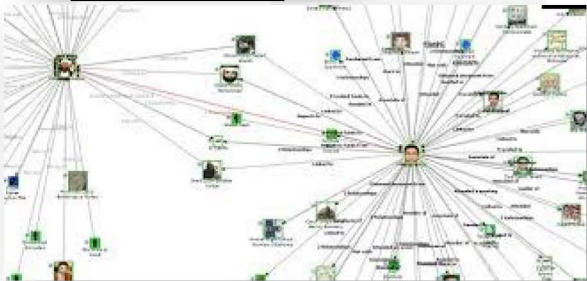
(b) (7)(E)



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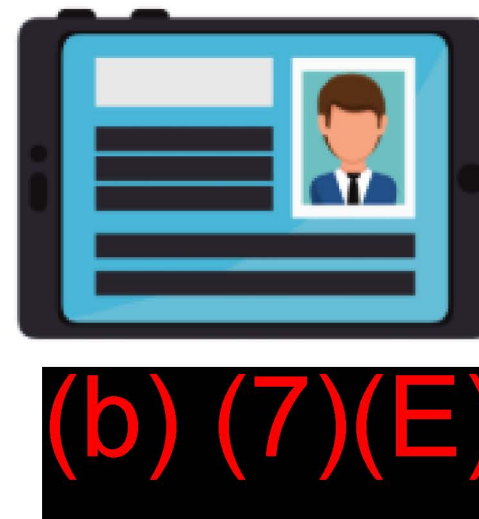


(b) (7)(E)

COUNTER NETWORK DIVISION – (b) (7)(E)

## Technology Enabled Tools

- Managing Access to Platforms and Licenses to Achieve Efficiencies –



COUNTER NETWORK DIVISION – (b) (7)(E)

## The Tools We Evaluate, Use, Manage & Deploy

(b) (7)(E) (b) (7)(E)



VENNTEL

(b) (7)(E)

(b) (7)(E)



COUNTER NETWORK DIVISION – (b) (7)(E)

## The Tools We Evaluate, Use, Manage & Deploy

(b) (7)(E) (b) (7)(E)

- Telemetry Data – Venntel. (b) (7)(E)





COUNTER NETWORK DIVISION – (b) (7)(E)

(b) (7)(E) 101, (b) (7)(E) fundamentals, &  
(b) (7)(E) specific trainings:

- **FY19 –**
  - 57 Events
  - (b) (7)(E) participants
  - 18 – (b) (7)(E)
  - 21 – Webinar
  - 18 – Field/External

(b) (7)(E)

- **FY20 to date –**
  - 11 Events
  - (b) (7)(E) participants
  - 1 – (b) (7)(E)
  - 1 – Field/External
    - (b) (7)(E)
  - Pending:
    - (b) (7)(E)

(b) (7)(E) **Training Events**

(b) (7)(E)





COUNTER NETWORK DIVISION – (b) (7)(E)

(b) (7)(E) (b) (7)(E)



COUNTER NETWORK DIVISION – (b) (7)(E)

(b) (7)(E)

# NATIONAL TARGETING CENTER

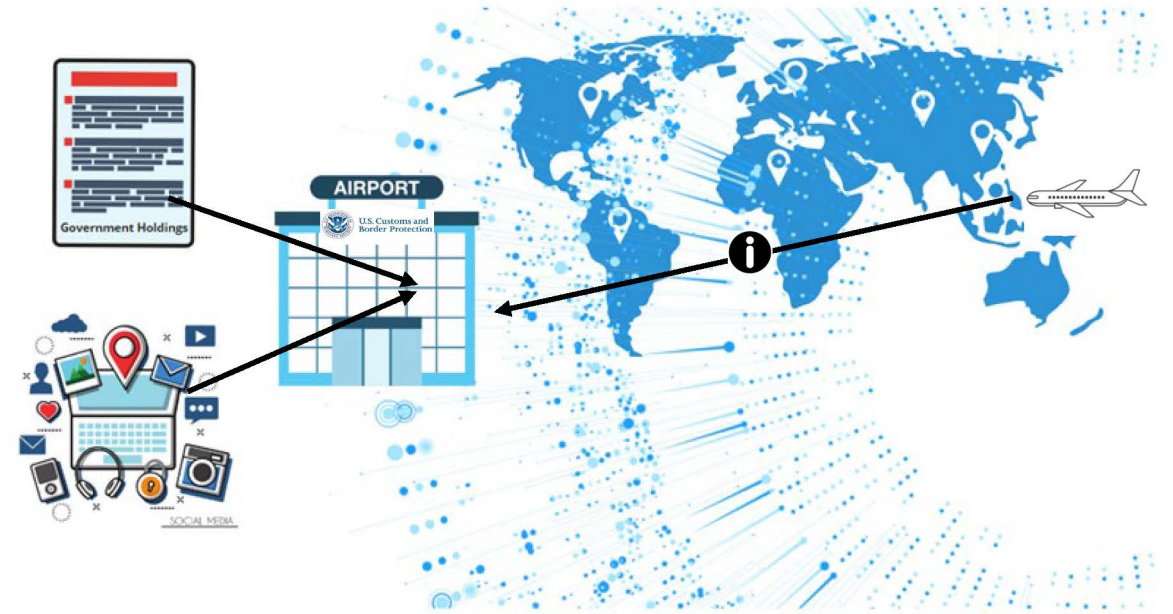
CBP-2020-033428-0000053



U.S. Customs and  
Border Protection

COUNTER NETWORK DIVISION – (b) (7)(E)

(b) (7)(E)

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(b) (7)(E)



COUNTER NETWORK DIVISION – (b) (7)(E)

(b) (7)(E)



COUNTER NETWORK DIVISION – (b) (7)(E)

(b) (7)(E)



COUNTER NETWORK DIVISION – (b) (7)(E)

(b) (7)(E)





COUNTER NETWORK DIVISION – (b) (7)(E)

(b) (7)(E), (b) (5)



COUNTER NETWORK DIVISION – (b) (7)(E)

(b) (7)(E), (b) (5)

COUNTER NETWORK DIVISION – (b) (7)(E)

## LEGAL AND POLICY

(b) (7)(E)

### SOLUTION:

- Added contract support to the (b) (7)(E) to assist with identifying gaps in law, policy and privacy and to work with CBP's OCC & PDO.
- Draft and implement required Privacy Threat Assessments (PTAs), Privacy Impact Assessments (PIAs), Memoranda of Understanding (MOUs) and other documents as required by CBP's OCC & PDO and DHS's OGC & PRIV.

(b) (7)(E), (b) (5)



(b) (7)(E), (b) (5)



COUNTER NETWORK DIVISION – (b) (7)(E)

(b) (7)(E) **PROCUREMENT OPERATIONS**

Established internal (b) (7)(E) /CND procurement capability to support ongoing procurements (b) (7)(E)

**BACKGROUND**

**FY 2019 (b) (7)(E) Procurement Strategy**

☐

(b) (7)(E)

☐

(b) (7)(E) ntial

☐

added value to (b) (7)(E) /CND and CBP enterprise-wide operations

☐

minated renewal actions (b) (7)(E) no longer supports (b) (7)(E) /CND/CBP mission

(b) (7)(E)



**Why deploy a CND/ (b) (7)(E) Procurement Team?**  
The CND/ (b) (7)(E) procurement team understands unique strategic and tactical needs and the potential capabilities technology-enabled solutions offer to fill operational gaps.

- Federal Acquisition Regulations based on 19<sup>th</sup>/20<sup>th</sup> Century thinking in a paper-based environment based on traditional, brick and mortar business model
- Standard and arcane policies focused on who can deliver goods at least cost fails to consider non-price factors; does not always deliver best value for government
- Leverage non-traditional procurement alternatives, e.g., Other Transaction Authority, IAA, Strategic Sourcing, Proofs of Concept CBP Innovation Team, and DHS Innovation Lab
- Shorten procurement timelines
- Enhance operational flexibilities
- Respond to emerging requirements (b) (7)(E)
- Utilize non-traditional periods of performance
- Eliminate single points of failure

# Why (b) (7)(E)? Who are we? What do we do?

## Core Missions

(b) (7)(E)

### Focus Areas

(b) (7)(E)

- Legal, Policy, Privacy
- Training
- Outreach/Collaboration

### Commercial Tools

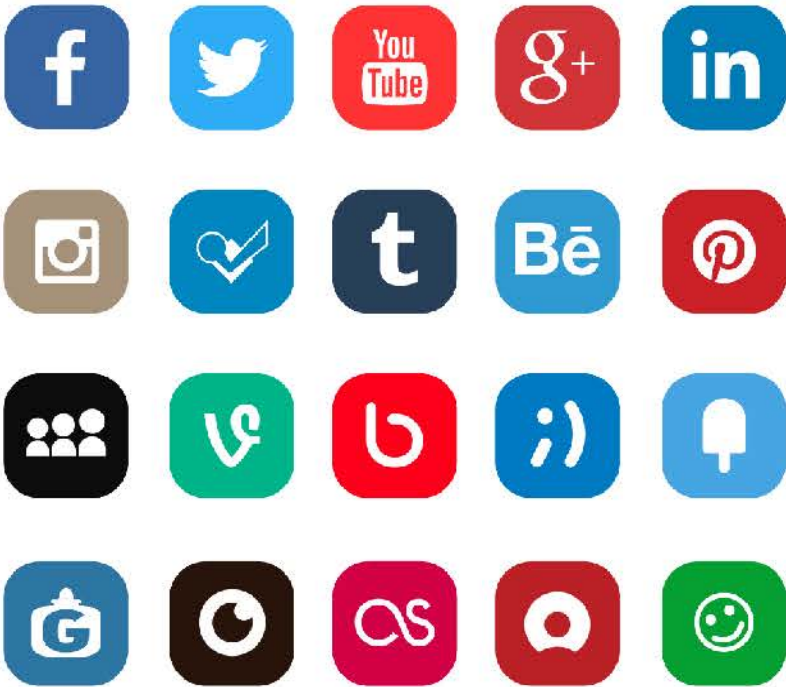
(b) (7)(E)

Venntel (b) (7)(E)  
(b) (7)(E)

(b) (7)(E)

### Training

- (b) (7)(E) 101: Basic Capabilities Brief
- (b) (7)(E) Fundamentals
- (b) (7)(E)
- Multiple Sessions at (b) (7)(E)
- Coordinated with (b) (7)(E)



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COUNTER NETWORK DIVISION – (b) (7)(E)

## The Tools We Evaluate, Use, Manage & Deploy

(b) (7)(E)

(b) (7)(E)



(b) (7)(E)





# U.S. Customs and Border Protection

NATIONAL TARGETING CENTER

Counter Network Division

(b) (7)(E)





(b) (7)(E)

## Mission

(b) (7)(E)

## Focus Areas

(b) (7)(E)

- Training



(b) (7)(E)

(b) (7)(E)



(b) (7)(E)

## Commercial Tools (examples)

(b) (7)(E)

- Venntel (b) (7)(E): Advertiser ID Data, “digital exhaust”

# NATIONAL TARGETING CENTER



U.S. Customs and  
Border Protection

(b) (7)(E)

(b) (7)(E)



(b) (7)(E)

(b) (7)(E)



# NATIONAL TARGETING CENTER



U.S. Customs and  
Border Protection

(b) (7)(E)

(b) (7)(E), (b) (6), (b) (7)(C)



(b) (7)(E)

## Agency Wide Operational Training

- Have led four 2-day (b) (7)(E) training courses (b) (7)(E)  
(b) (7)(E)
- Over (b) (7)(E) Officers, Agents, and Analysts from across the agency trained
- More than (b) (7)(E) trained, with substantial positive reviews and demand for increased frequency of courses
- Ongoing training for the field (b) (7)(E) covering all costs of travel) with additional course in September to train a total of (b) (7)(E) representatives (b) (7)(E), as well as an additional (b) (7)(E) Officers/Agents/Analysts from the NCR

## Introductory Social Media and OPSEC PALMS Course

- Coordinated through Advanced Training Center, Harper's Ferry
- 1 hour PALM Course on Social Media and basic OPSEC for all CBP employees
- (b) (5)
- (b) (5)

# NATIONAL TARGETING CENTER



U.S. Customs and  
Border Protection

(b) (7)(E)

(b) (7)(E)



(b) (7)(E)

- (b) (7)(E), (b) (7)(A)

- 

-





(b) (7)(E)

(b) (7)(E), (b) (7)(A)

# NATIONAL TARGETING CENTER



U.S. Customs and  
Border Protection

(b) (7)(E)

(b) (7)(E)





(b) (7)(E)

(b) (7)(E)

# NATIONAL TARGETING CENTER



U.S. Customs and  
Border Protection

b) (7)(E)

(b) (7)(E), (b) (6), (b) (7)(C)



(b) (7)(E)

(b) (6), (b) (7)(C), (b) (7)(E)

# NATIONAL TARGETING CENTER



U.S. Customs and  
Border Protection

(b) (7)(E)

(b) (7)(E), (b) (6), (b) (7)(C)

# NATIONAL TARGETING CENTER



U.S. Customs and  
Border Protection

(b) (7)(E)

(b) (6), (b) (7)(C), (b) (7)(E)





(b) (7)(E)

## QUESTIONS?

(b) (6), (b) (7)(C)

Support Requests/Questions:

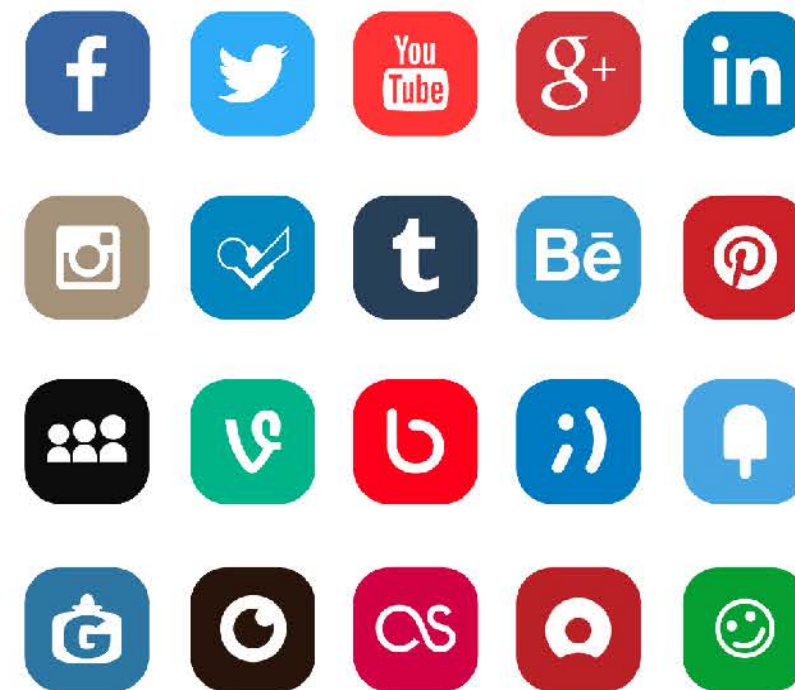
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COUNTER NETWORK DIVISION – (b) (7)(E)

## Why Open Source? Publicly Available Information? Social Media?

(b) (7)(E)



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COUNTER NETWORK DIVISION – (b) (7)(E)

# Why (b) (7)(E)? Who are we? What do we do?

## Core Missions

(b) (7)(E)

### Focus Areas

(b) (7)(E)

- Legal, Policy, Privacy
- Training
- Outreach/Collaboration

### Commercial Tools

(b) (7)(E)

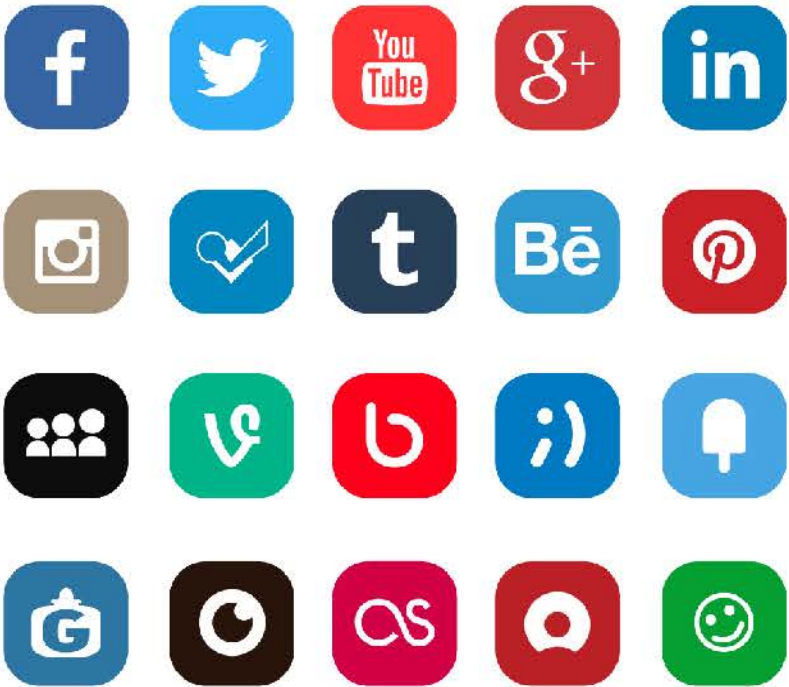
Venntel (b) (7)(E)

(b) (7)(E)

(b) (7)(E)

### Training

- (b) (7)(E) 101: Basic Capabilities Brief
- (b) (7)(E) Fundamentals
- (b) (7)(E)
- Sept 2019 Training fo (b) (7)(E)



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(b) (7)(E)

020-023423-0000083



U.S. Customs and Border Protection

# Organizational Structure



U.S. Customs and Border Protection



National Targeting Center - Overview

CURRENT STAFFING:  
(b) (7)(E)

Assistant Director  
(b) (6), (b) (7)(C)  
(OFO)

Assistant Deputy Director  
(b) (6), (b) (7)(C)

Policy & Integration  
(b) (6), (b) (7)(C)

PENDING STAFF: (4)  
(b) (6), (b) (7)(C)

(b) (7)(E), (b) (6), (b) (7)(C)





COUNTER NETWORK DIVISION – (b) (7)(E)

## The Tools We Evaluate, Use, Manage & Deploy

(b) (7)(E)

(b) (7)(E)



(b) (7)(E)



COUNTER NETWORK DIVISION – (b) (7)(E)

## The Tools We Evaluate, Use, Manage & Deploy

(b) (7)(E)

- GeoLocation Data – Venntel (b) (7)(E)

(b) (7)(E)

(b) (7)(E)



COUNTER NETWORK DIVISION – (b) (7)(E)

- Includes
  - (b) (7)(E) 101, (b) (7)(E) specific  
ngs
- FY18 –
  - 27 Events
  - (b) (7)(E) participants
  - 20 – (b) (7)(E)
  - 7 – Field External

(b) (7)(E)

- FY19 (to date)
  - 9 Events
  - (b) (7)(E) participants
  - 4 – (b) (7)(E)
  - 5 – Field/External –

(b) (7)(E)

- Upcoming

(b) (7)(E)

## (b) (7)(E) Training Events

(b) (7)(E)





COUNTER NETWORK DIVISION – (b) (7)(E)

(b) (7)(E) **STATISTICAL SUMMARY**

Your Bang for Your Buck

(b) (7)(E)

Staff

(b) (7)(E)

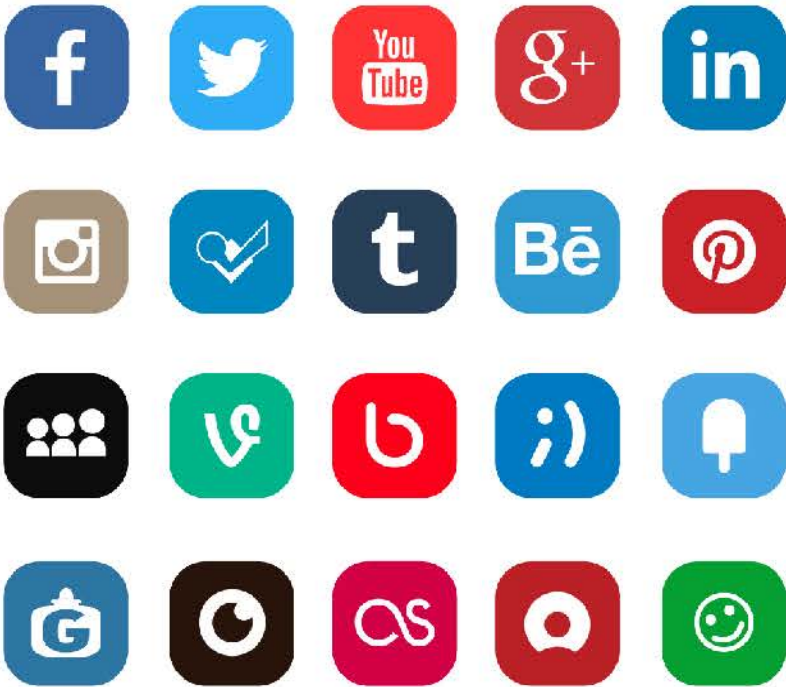
Cases worked FYTD

(b) (7)(E)

Personnel Trained FY18

(b) (7)(E)

Licenses Managed FY19



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COUNTER NETWORK DIVISION – (b) (7)(E)

(b) (7)(E)



COUNTER NETWORK DIVISION – (b) (7)(E)

(b) (7)(E)

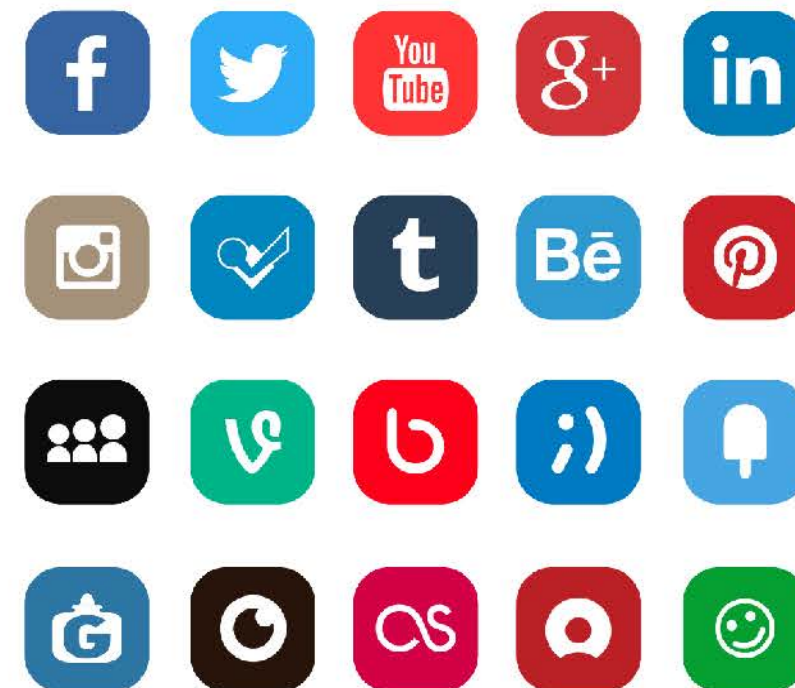
(b) (7)(E)

**The Rule of 150** (Dunbar): coined by British anthropologist Robin Dunbar and is defined as “the suggested cognitive limit to the number of people with whom one can maintain stable social relationships...”

COUNTER NETWORK DIVISION – (b) (7)(E)

## Ongoing Issues and Challenges

(b) (7)(E)



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(b) (7)(E)

(b) (7)(E), (b) (7)(A)





Success Story: (b) (7)(E)

(b) (7)(E), (b) (6), (b) (7)(C), (b) (7)(A)



Slide Title

(b) (7)(E), (b) (6), (b) (7)(C), (b) (7)(A)



Slide Title

(b) (7)(E), (b) (6), (b) (7)(C), (b) (7)(A)



COUNTER NETWORK DIVISION — (b) (7)(E)

## Briefing for Executive Director Don Conroy

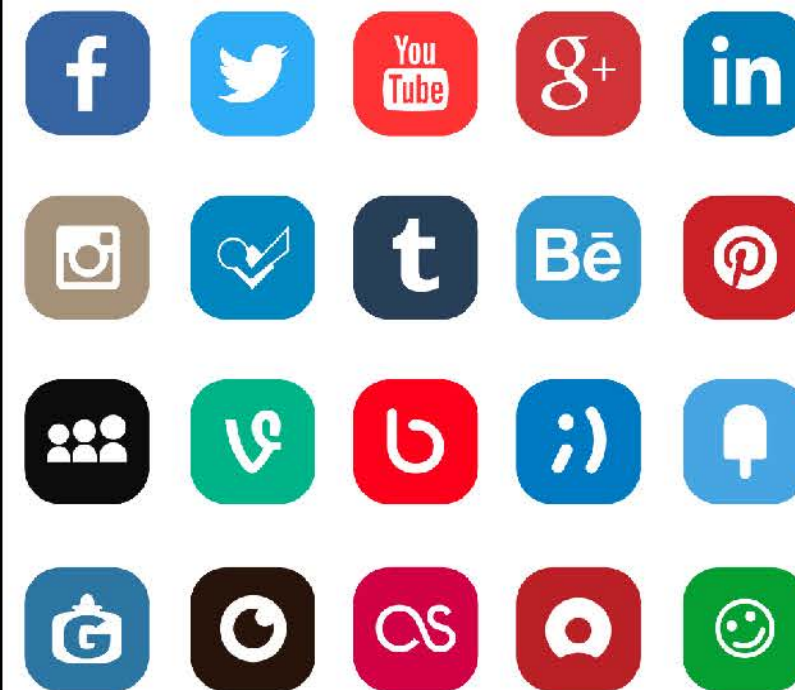
(b) (7)(E)

Assistant Director (b)(6)&(b)(7)(C)

January 30, 2020

## Why Open Source? Publicly Available Information? Social Media?

(b) (7)(E)



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COUNTER NETWORK DIVISION — (b) (7)(E)

(b)(7)(E)



COUNTER NETWORK DIVISION — (b) (7)(E)

(b) (7)(E)

(b) (7)(E)

(b) (7)(E)

(b) (7)(E)

**The Rule of 150 (Dunbar):** coined by British anthropologist Robin Dunbar and is defined as “the suggested cognitive limit to the number of people with whom one can maintain stable social relationships...”



COUNTER NETWORK DIVISION – (b) (7)(E)

# Why (b) (7)(E)? Who are we? What do we do?

## Core Missions

(b) (7)(E)

### Focus Areas

(b) (7)(E)

- Legal, Policy, Privacy
- Training & Tradecraft
- Outreach/Collaboration

### Commercial Tools

(b) (7)(E)  
(b) (7)(E) • Venntel  
(b) (7)(E)

### Training

- (b) (7)(E) 101: Basic Capabilities Brief
- (b) (7)(E) Fundamentals
- (b) (7)(E)
- Multiple Sessions at (b) (7)(E)
- Coordinated with (b) (7)(E)

(b) (7)(E)



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COUNTER NETWORK DIVISION – (b) (7)(E)

Organizational Structure



U.S. Customs and Border Protection



National Targeting Center Overview

(b) (7)(E)

Assistant Director  
(b) (6), (b) (7)(C)  
(OFO)

Deputy Assistant Director  
(b) (6), (b) (7)(C) OFO

Policy & Integration  
(b) (6), (b) (7)(C)  
(b) (6), (b) (7)(C)

(b) (7)(E)

(b) (7)(E), (b) (6), (b) (7)(C)



Counter Network Division Procurement Process

BOTTOM LINE UP FRONT

(b) (7)(E) (b) (7)(E)

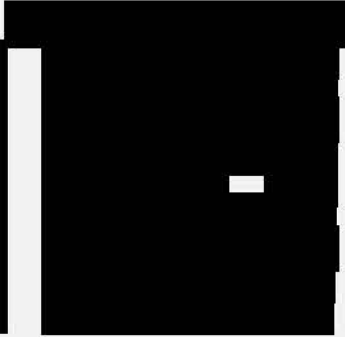
(b) (7)(E)

BACKGROUND


- Implemented Strategic Requirements Plan tied to CBP Strategy 2020 – 2025.
- Created standardized templates, checklists, and workflow to expedite procurement and maximize communication amongst offices; utilizing Office365 for automation and real-time visibility.
- Determined key contract clauses and provisions for future CND contracts.
- Funded Office of Acquisition Contract Support Services (OA/CSS) contract to hire 2 Senior Procurement Specialists; first is onboarding on 2 March.
- Published first-ever NTC request for information (RFI) regarding commercial situational awareness capability.
- Established protocol for public and media inquiries and protection of sensitive information.

(b) (7)(E)

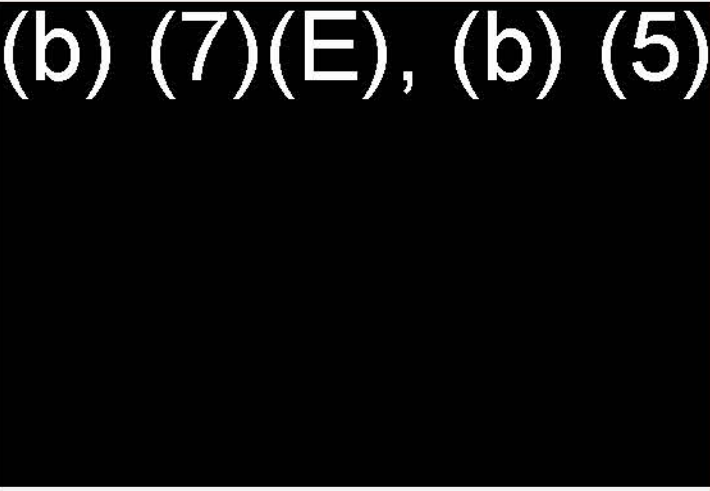
(b) (4), (b) (7)(E)



(b) (4), (b) (7)(E), (b) (5)



(b) (7)(E), (b) (5)







## Counter Network Division Personnel Onboarding & Challenges

### BOTTOM LINE UP FRONT

CND currently utilizes three contract vehicles for personnel support—two managed by OIT/TASPD and a third, since late FY19, by OA.

### BACKGROUND

- CND designated a Contract Integration Support Officer (CISO) in January 2019 to manage personnel contracts and serve as primary point of engagement with contract companies, PMOs, vendors, COs, and CORs.
- Engaged OPR/PSD and OIT/TASPD to develop BI and TS/SCI SOP and workflow.
- Developed [CISO SharePoint page](#) with templates, checklists, and policies to serve as primary resource for contractor onboarding, clearance processing, and outprocessing.
- Implemented [division-wide skill assessment](#) to identify skill surpluses and gaps to drive recruitment and aid in workforce planning; tool shared with Cargo, TASPD, and Passenger with plan to make NTC-wide.

### KEY CHALLENGES

(b) (7)(E), (b) (5)

(b) (7)(E)



## Procurement & Personnel Way Forward

### BOTTOM LINE UP FRONT

(b) (5)

### KEY RECOMMENDATIONS

(b) (5)



COUNTER NETWORK DIVISION – (b) (7)(E)

(b) (7)(E), (b) (6), (b) (7)(C)

## (b) (7)(E) Workflow

- (b) (7)(E)
- Requests Logged and Tracked (b) (7)(E)
- Access Controlled
- CBP System of Record
- Past Results Storable, Searchable, Retrievable
- Allows for Statistical and Workload Analysis
- (b) (7)(E)

(b) (6), (b) (7)(C), (b) (7)(E)

(b) (7)(E)

(b) (7)(E)

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COUNTER NETWORK DIVISION – (b) (7)(E)

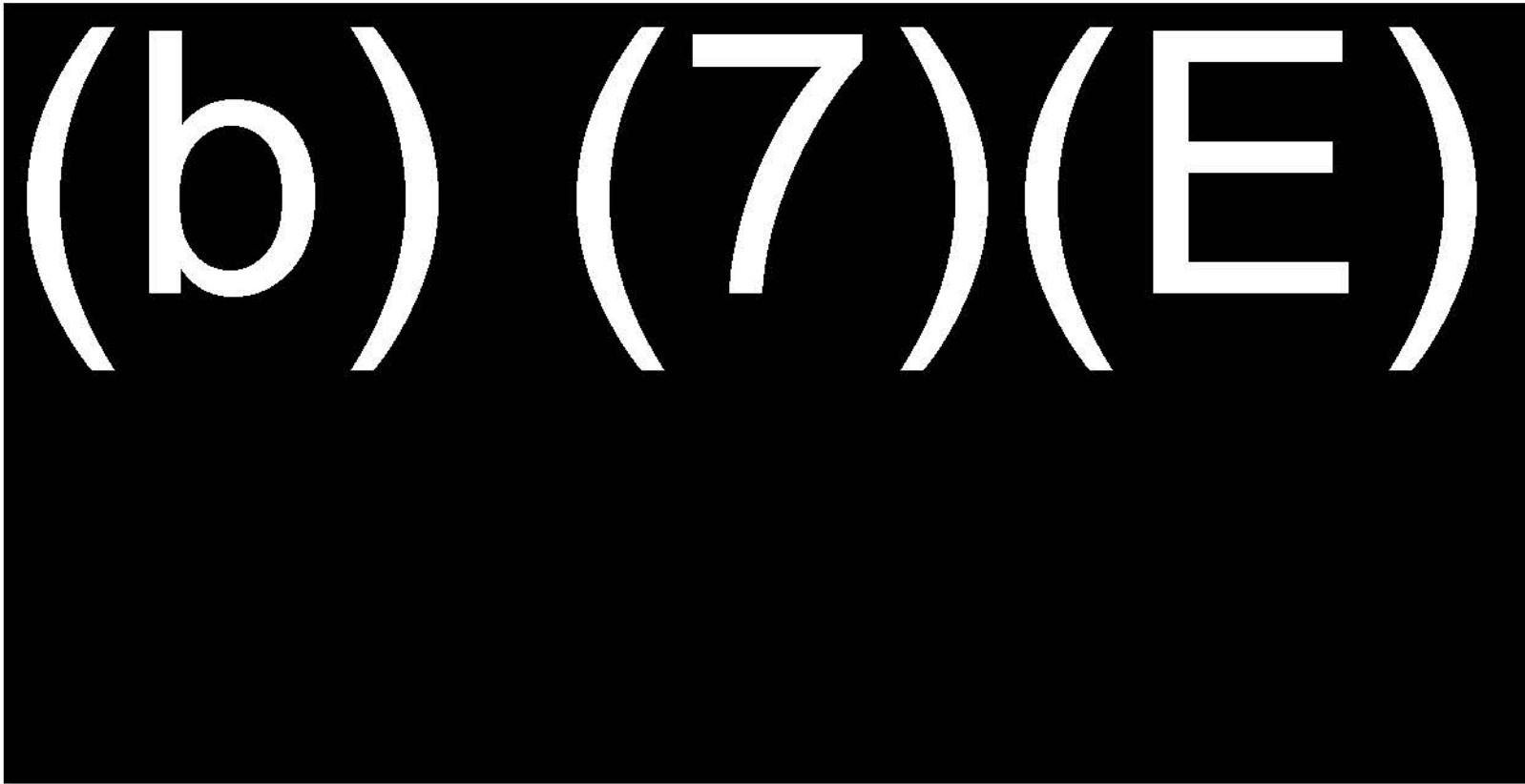
(b) (7)(E)

WORKLOAD STATISTICS

(b) (7)(E)

Workload by Month

(b) (7)(E)







COUNTER NETWORK DIVISION – (b) (7)(E)

(b) (7)(E)



(b) (7)(E)



(b) (7)(E)



(b) (7)(E)

(b) (7)(E)



(b) (7)(E)



(b) (7)(E)



(b) (7)(E)



(b) (7)(E)



(b) (7)(E)



(b) (7)(E)

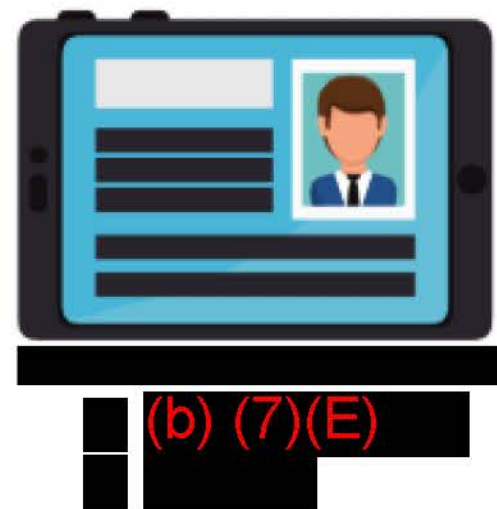


(b) (7)(E)

COUNTER NETWORK DIVISION – (b) (7)(E)

## Technology Enabled Tools

- Managing Access to Platforms and Licenses to Achieve Efficiencies –





COUNTER NETWORK DIVISION – (b) (7)(E)

LEGAL AND POLICY

(b) (7)(E)



SOLUTION:

- Added contract support to the (b) (7)(E) to assist with identifying gaps in law, policy and privacy and to work with CBP’s OCC & PDO.
- Currently working with PDO, OCC and components (b) (7)(E), (b) (5)
- Draft and implement required Privacy Threat Assessments (PTAs), Privacy Impact Assessments (PIAs), Memoranda of Understanding (MOUs) and other documents as required by CBP’s OCC & PDO and DHS’s OGC & PRIV.
- (b) (7)(E), (b) (5)

(b) (7)(E), (b) (5)

(b) (7)(E), (b) (5)

(b) (7)(E), (b) (5)

(b) (7)(E), (b) (5)

(b) (7)(E), (b) (5)



COUNTER NETWORK DIVISION – (b) (7)(E)

## The Tools We Evaluate, Use, Manage & Deploy

(b) (7)(E)

(b) (7)(E)



VENNTEL

(b) (7)(E)

(b) (7)(E)



COUNTER NETWORK DIVISION – (b) (7)(E)

## The Tools We Evaluate, Use, Manage & Deploy

(b) (7)(E)

(b) (7)(E)

- Telemetry Data – Venntel (b) (7)(E)
- (b) (7)(E)
- (b) (7)(E)





COUNTER NETWORK DIVISION – (b) (7)(E)

(b) (7)(E) 101, (b) (7)(E) Fundamentals, &  
(b) (7)(E) specific trainings:

- FY19 –
  - 57 Events
  - (b) (7)(E) participants
  - 18 – (b) (7)(E)
  - 21 – Webinar
  - 18 – Field/External

(b) (7)(E)

- FY20 to date –
  - 14 Events
  - (b) (7)(E) participants
  - 12 – (b) (7)(E)
  - 3 – Field/External

(b) (7)(E)

- Pending
  - (b) (7)(E)

(b) (7)(E)

# Training Events

(b) (7)(E)



COUNTER NETWORK DIVISION – (b) (7)(E)

(b) (7)(E)

(b) (7)(E)

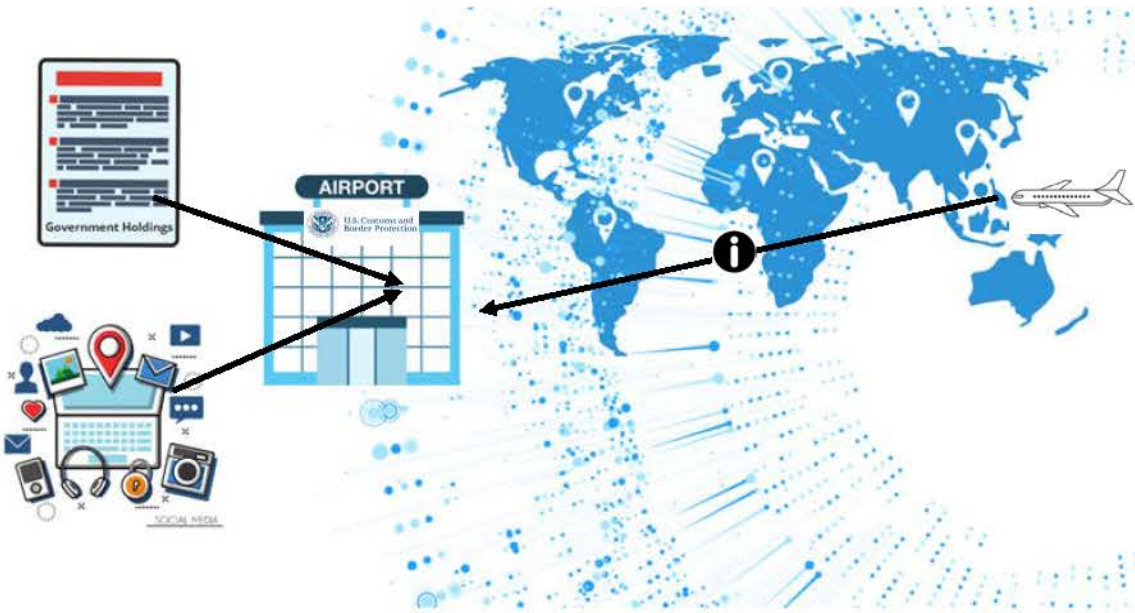


COUNTER NETWORK DIVISION – (b) (7)(E)

(b) (7)(E)

COUNTER NETWORK DIVISION – (b) (7)(E)

(b) (7)(E)





COUNTER NETWORK DIVISION – (b) (7)(E)

(b) (7)(E)





COUNTER NETWORK DIVISION – (b) (7)(E)

(b) (7)(E)



COUNTER NETWORK DIVISION - (b) (7)(E)

(b) (7)(E)



COUNTER NETWORK DIVISION – (b) (7)(E)

(b) (7)(E), (b) (5)



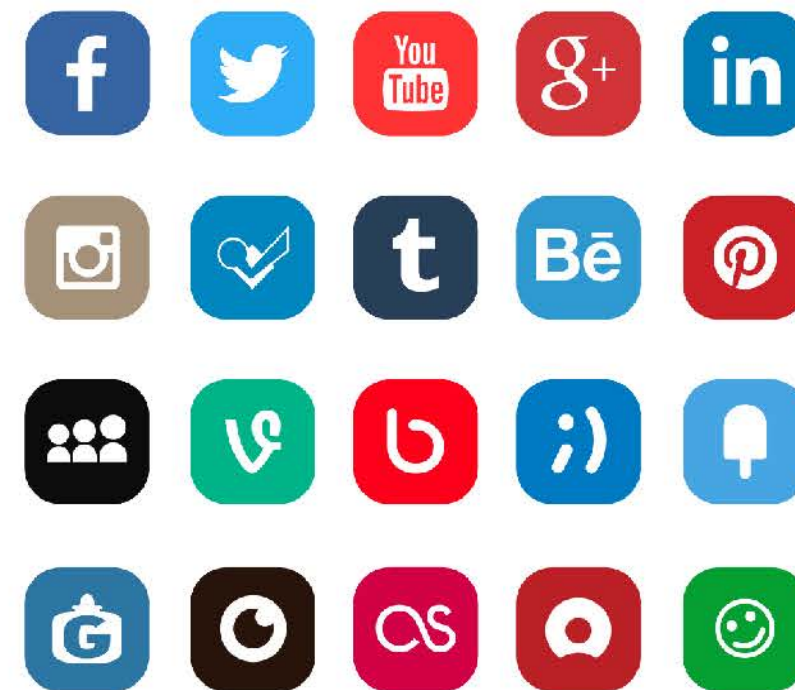
COUNTER NETWORK DIVISION – (b) (7)(E)

(b) (5), (b) (7)(E)

(b)(7)(E)

## Why Open Source? Publicly Available Information? Social Media?

(b)(7)(E)



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COUNTER NETWORK DIVISION – (b) (7)(E)

Why (b) (7)(E)? Who are we? What do we do?

Core Missions

(b) (7)(E)

Focus Areas

(b) (7)(E)

- Legal, Policy, Privacy
- Training & Tradecraft
- Outreach/Collaboration

Commercial Tools

(b) (7)(E)  
(b) (7)(E) Venntel  
(b) (7)(E)

(b) (7)(E)

Training

- (b) (7)(E) 101: Basic Capabilities Brief
- (b) (7)(E) Fundamentals
  - (b) (7)(E)
  - Multiple Sessions at (b) (7)(E)
- (b) (7)(E)
- Coordinated with (b) (7)(E)
- (b) (7)(E)



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## NATIONAL TARGETING CENTER

CBP-2020-033428-0000123

U.S. Customs and  
Border Protection

COUNTER NETWORK DIVISION

(b)(7)(E)

## Organizational Structure

U.S. Customs and  
Border Protection

(b) (7)(E)

As

(b) (6), (b) (7)(C)  
(OFO)

Deputy Assistant

(b) (6), (b) (7)(C) OFO

Policy &amp; Integration

(b) (6), (b) (7)(C)

(b) (7)(E)

National Targeting Center  
Overview

(b) (7)(E), (b) (6), (b) (7)(C)



COUNTER NETWORK DIVISION – (b) (7)(E)

(b) (7)(E)

## WORKLOAD STATISTICS

(b) (7)(E), (b) (6), (b) (7)(C) (b) (7)(E), (b) (6), (b) (7)(C)

### Work Flow/Process

- (b) (7)(E)
- Requests Logged and Tracked (b) (7)(E)
- CBP System of Record
- Past Results Storable, Searchable, Retrievable
- Allows for Statistical and Workload Analysis

### Statistics Overview

• (b) (7)(E)





COUNTER NETWORK DIVISION – (b) (7)(E)

## The Tools We Evaluate, Use, Manage & Deploy

(b) (7)(E)

(b) (7)(E)



(b) (7)(E)



COUNTER NETWORK DIVISION – (b) (7)(E)

## The Tools We Evaluate, Use, Manage & Deploy

(b) (7)(E)

- GeoLocation Data – Venntel (b) (7)(E)

(b) (7)(E)

(b) (7)(E)



COUNTER NETWORK DIVISION – (b) (7)(E)

- Includes
  - (b) (7)(E) 101, (b) (7)(E) specific trainings
- FY18 –
  - 27 Events
  - (b) (7)(E) participants
  - 20 – (b) (7)(E)
  - 7 – Field/External
    - (b) (7)(E)
    - (b) (7)(E)
    - (b) (7)(E)
    - (b) (7)(E)
    - (b) (7)(E)
    - (b) (7)(E)
- FY19 (to date)
  - 9 Events
  - (b) (7)(E) participants
  - (b) (7)(E)
  - 5 – Field/External –
    - (b) (7)(E)
    - (b) (7)(E)
    - (b) (7)(E)
    - (b) (7)(E)
  - Upcoming in April
    - (b) (7)(E)

## (b) (7)(E) Training Events

(b) (7)(E)



COUNTER NETWORK DIVISION – (b) (7)(E)

(b) (7)(E)



COUNTER NETWORK DIVISION – (b) (7)(E)

(b) (7)(E)

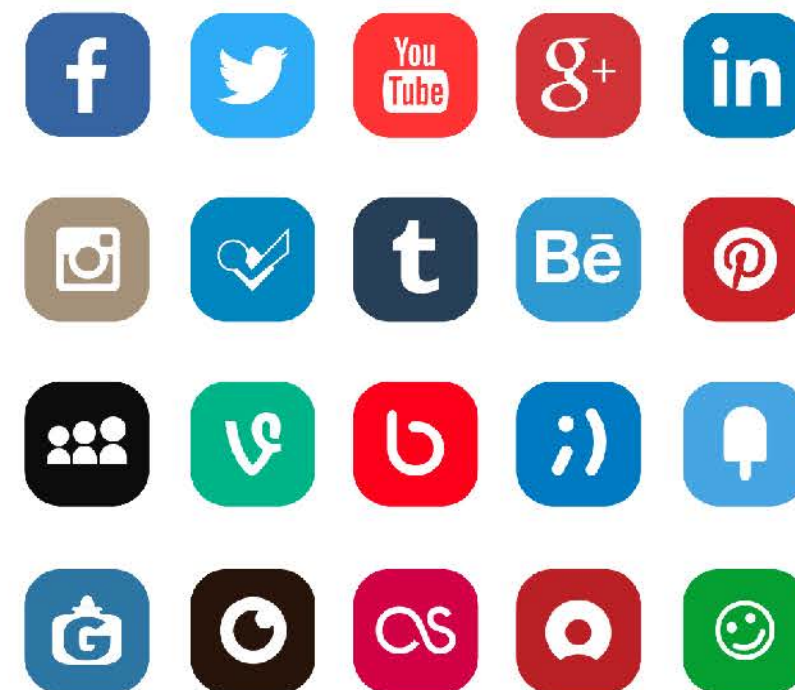
(b) (7)(E)

**The Rule of 150** (Dunbar): coined by British anthropologist Robin Dunbar and is defined as “the suggested cognitive limit to the number of people with whom one can maintain stable social relationships...”

COUNTER NETWORK DIVISION – (b) (7)(E)

## Ongoing Issues and Challenges

(b) (7)(E)



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(b) (7)(E)

(b) (7)(E), (b) (7)(A)





Success Story: (b) (7)(E)

(b) (7)(E), (b) (6), (b) (7)(C), (b) (7)(A)



Slide Title

(b) (7)(E), (b) (6), (b) (7)(C), (b) (7)(A)

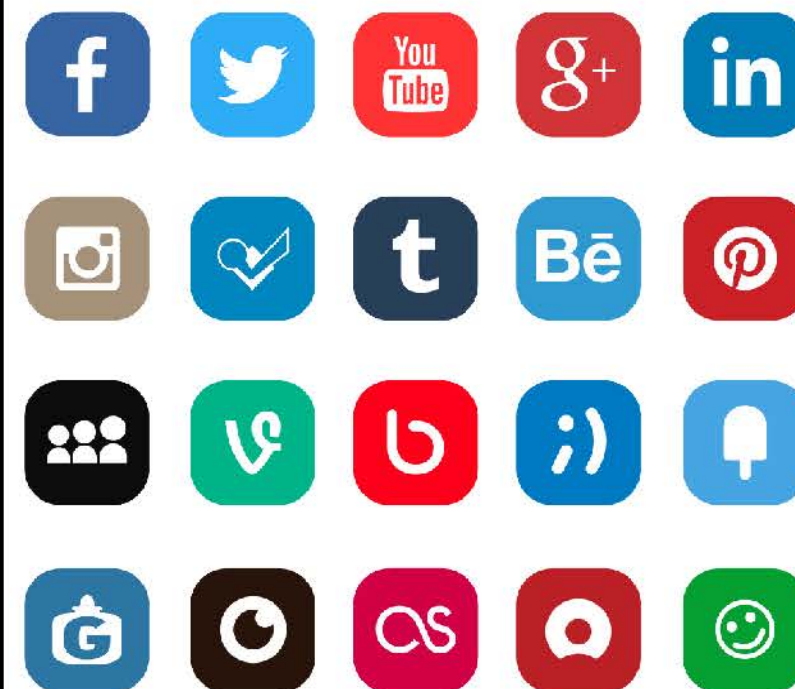


Slide Title

(b) (7)(E), (b) (6), (b) (7)(C), (b) (7)(A)

## Why Open Source? Publicly Available Information? Social Media?

(b) (7)(E)



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COUNTER NETWORK DIVISION – (b) (7)(E)

# Why (b) (7)(E)? Who are we? What do we do?

## Core Missions

(b) (7)(E)

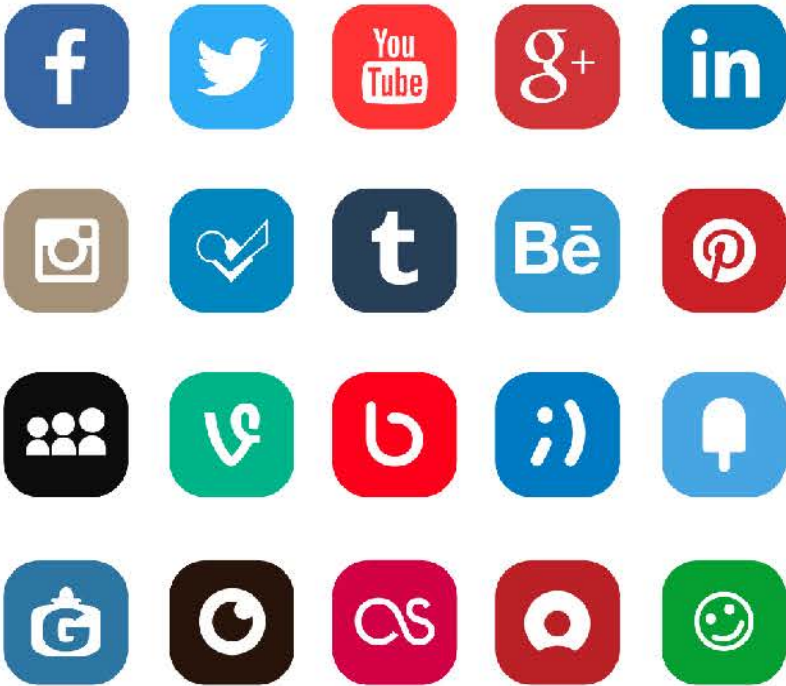
### Focus Areas

(b) (7)(E)

- Legal, Policy, Privacy
- Training
- Outreach/Collaboration

### Commercial Tools

(b) (7)(E) (b) (7)(E)  
Venntel  
(b) (7)(E)



### Training

- (b) (7)(E) 101: Basic Capabilities Brief
- (b) (7)(E) Fundamentals
- (b) (7)(E)
- Multiple Sessions a (b) (7)(E)
- Coordinated with (b) (7)(E)

(b) (7)(E)



COUNTER NETWORK DIVISION – (b) (7)(E)

## The Tools We Evaluate, Use, Manage & Deploy

(b) (7)(E)

(b) (7)(E)



(b) (7)(E)



COUNTER NETWORK DIVISION – (b) (7)(E)

(b) (7)(E)



COUNTER NETWORK DIVISION – (b) (7)(E)

(b) (7)(E)

(b) (7)(E)

(b) (7)(E)

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(b) (7)(E)

(b) (7)(E), (b) (7)(A)



Success Story: (b) (7)(E)

(b) (7)(E), (b) (6), (b) (7)(C), (b) (7)(A)





Slide Title

(b) (7)(E), (b) (6), (b) (7)(C), (b) (7)(A)



Slide Title

(b) (7)(E), (b) (6), (b) (7)(C), (b) (7)(A)



COUNTER NETWORK DIVISION — (b) (7)(E)

Briefing for Executive Director Don Conroy

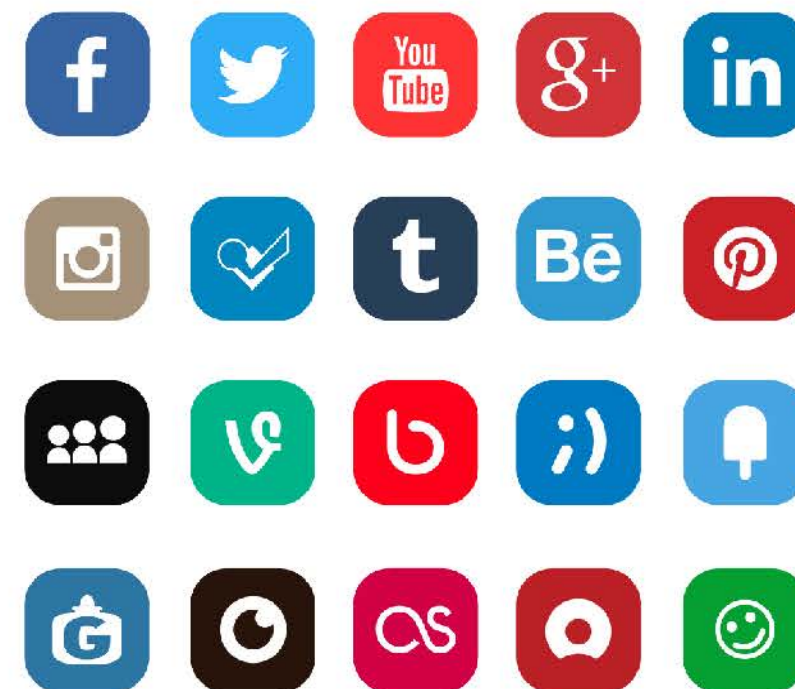
(b) (7)(E)

(b) (6), (b) (7)(C)

January 30, 2020

## Why Open Source? Publicly Available Information? Social Media?

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COUNTER NETWORK DIVISION – (b) (7)(E)

(b) (7)(E)





COUNTER NETWORK DIVISION – (b) (7)(E)

(b) (7)(E)

(b) (7)(E)

(b) (7)(E)

(b) (7)(E)

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COUNTER NETWORK DIVISION – (b) (7)(E)

# Why (b) (7)(E)? Who are we? What do we do?

## Core Missions

(b) (7)(E)

### Focus Areas

(b) (7)(E)

- Legal, Policy, Privacy
- Training & Tradecraft
- Outreach/Collaboration

### Commercial Tools

(b) (7)(E)

(b) (7)(E)

(b) (7)(E)

### Training

- (b) (7)(E) 101: Basic Capabilities Brief
- (b) (7)(E) Fundamentals
- (b) (7)(E)
- Multiple Sessions at (b) (7)(E)
- Coordinated with (b) (7)(E)



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## NATIONAL TARGETING CENTER

CBP-2020-033428-0000149

U.S. Customs and  
Border Protection

COUNTER NETWORK DIVISION – (b) (7)(E)

## Organizational Structure

U.S. Customs and  
Border Protection

(b) (7)(E)

National Targeting Center  
OverviewAssistant Director  
(b) (6), (b) (7)(C)  
(OFO)Deputy Assistant  
(b) (6), (b) (7)(C) (OFO)Policy & Integration  
(b) (6), (b) (7)(C)

(b) (7)(E), (b) (6), (b) (7)(C)





## Counter Network Division Procurement Process

### BOTTOM LINE UP FRONT

(b) (7)(E)

(b) (7)(E)

### BACKGROUND

- Implemented Strategic Requirements Plan tied to CBP Strategy 2020 – 2025.
- Created standardized templates, checklists, and workflow to expedite procurement and maximize communication amongst offices; utilizing Office365 for automation and real-time visibility.
- Determined key contract clauses and provisions for future CND contracts.
- Funded Office of Acquisition Contract Support Services (OA/CSS) contract to hire 2 Senior Procurement Specialists; first is onboarding on 2 March.
- Published first-ever NTC request for information (RFI) regarding commercial situational awareness capability.
- Established protocol for public and media inquiries and protection of sensitive information.

(b) (7)(E), (b) (5)

## Counter Network Division Personnel Onboarding & Challenges

### BOTTOM LINE UP FRONT

CND currently utilizes three contract vehicles for personnel support—two managed by OIT/TASPD and a third, since late FY19, by OA.

### BACKGROUND

- CND designated a Contract Integration Support Officer (CISO) in January 2019 to manage personnel contracts and serve as primary point of engagement with contract companies, PMOs, vendors, COs, and CORs.
- Engaged OPR/PSD and OIT/TASPD to develop BI and TS/SCI SOP and workflow.
- Developed [CISO SharePoint page](#) with templates, checklists, and policies to serve as primary resource for contractor onboarding, clearance processing, and outprocessing.
- Implemented [division-wide skill assessment](#) to identify skill surpluses and gaps to drive recruitment and aid in workforce planning; tool shared with Cargo, TASPD, and Passenger with plan to make NTC-wide.

### KEY CHALLENGES

(b) (7)(E), (b) (5)

(b) (7)(E)





## Procurement & Personnel Way Forward

### BOTTOM LINE UP FRONT

(b) (5)

### KEY RECOMMENDATIONS

(b) (5)



COUNTER NETWORK DIVISION – (b) (7)(E)

(b) (7)(E), (b) (7)(C), (b) (6)

(b) (7)(E) Workflow

(b) (7)(E)

- Requests Logged and Tracked (b) (7)(E)
- Access Controlled
- CBP System of Record
- Past Results Storable, Searchable, Retrievable
- Allows for Statistical and Workload Analysis
- (b) (7)(E)

(b) (7)(E), (b) (7)(C), (b) (6)



COUNTER NETWORK DIVISION – (b) (7)(E)

(b) (7)(E)



COUNTER NETWORK DIVISION – (b) (7)(E)

## (b) (7)(E) WORKLOAD STATISTICS

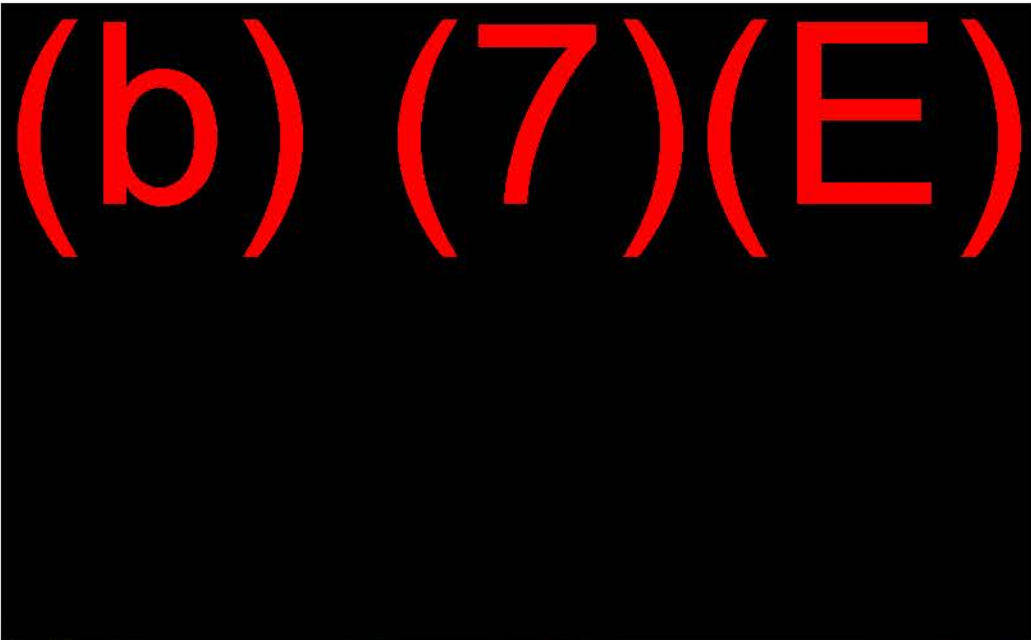
(b) (7)(E) Workload by Month  
FY 2019 - FY2020 (to date)

(b) (7)(E)

(b) (7)(E)



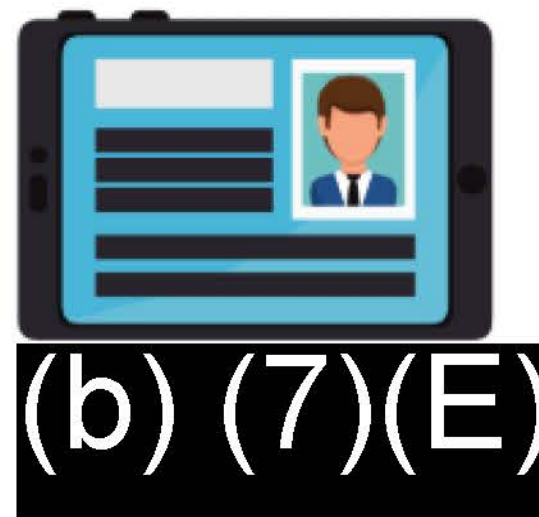
COUNTER NETWORK DIVISION – (b) (7)(E)





## Technology Enabled Tools

- Managing Access to Platforms and Licenses to Achieve Efficiencies –



COUNTER NETWORK DIVISION – (b) (7)(E)

## LEGAL AND POLICY

(b) (7)(E)



## SOLUTION:

- Added contract support to the (b) (7)(E) to assist with identifying gaps in law, policy and privacy and to work with CBP's OCC & PDO.
- Currently working with PDO, OCC and component (b) (7)(E), (b) (5) (b) (7)(E), (b) (5)
- Draft and implement required Privacy Threat Assessments (PTAs), Privacy Impact Assessments (PIAs), Memoranda of Understanding (MOUs) and other documents as required by CBP's OCC & PDO and DHS's OGC & PRIV.

(b) (7)(E), (b) (5)

(b) (7)(E), (b) (5)



COUNTER NETWORK DIVISION – (b) (7)(E)

## The Tools We Evaluate, Use, Manage & Deploy



(b) (7)(E)



VENNTEL

(b) (7)(E)

(b) (7)(E)



COUNTER NETWORK DIVISION – (b) (7)(E)

## The Tools We Evaluate, Use, Manage & Deploy

(b) (7)(E) (b) (7)(E)

- Telemetry Data – Venntel (b) (7)(E)



COUNTER NETWORK DIVISION – (b) (7)(E)

(b) (7)(E) Fundamentals, &  
(b) (7)(E) specific trainings:

- FY19 –
  - 57 Events
  - (b) (7)(E) participants
  - 18 – (b) (7)(E)
  - 21 – inar
  - 18 – Field/External

(b) (7)(E)

- FY20 to date –
  - 14 Events
  - (b) (7)(E) participants
  - 12 – (b) (7)(E)
  - 3 – Field External

(b) (7)(E)

• Pen  
(b) (7)(E)

(b) (7)(E) Training Events

(b) (7)(E)





COUNTER NETWORK DIVISION – (b) (7)(E)

(b) (7)(E) (b) (7)(E)



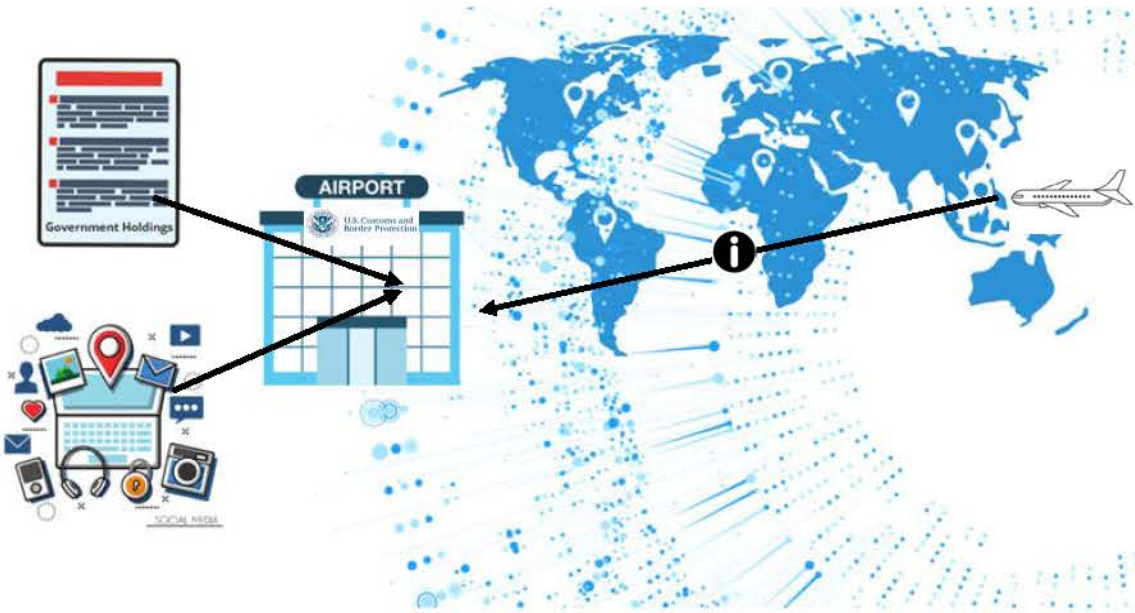
COUNTER NETWORK DIVISION – (b) (7)(E)

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COUNTER NETWORK DIVISION – (b) (7)(E)

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COUNTER NETWORK DIVISION – (b) (7)(E)

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COUNTER NETWORK DIVISION – (b) (7)(E)

(b) (7)(E), (b) (5)



COUNTER NETWORK DIVISION – (b) (7)(E)

(b) (7)(E), (b) (5)